

Local Market Update for October 2017

A Research Tool Provided by the Kansas City Regional Association of REALTORS®

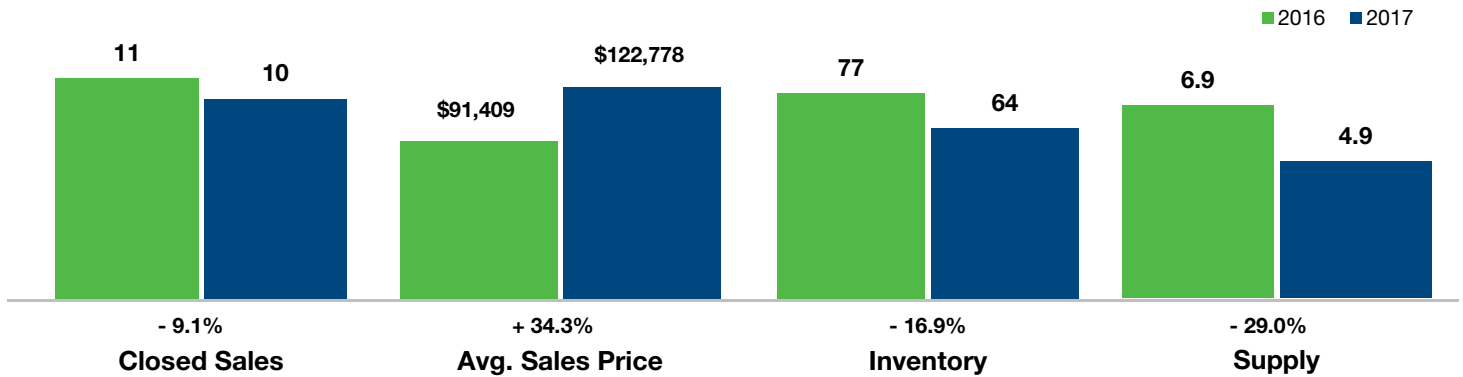


Atchison, KS

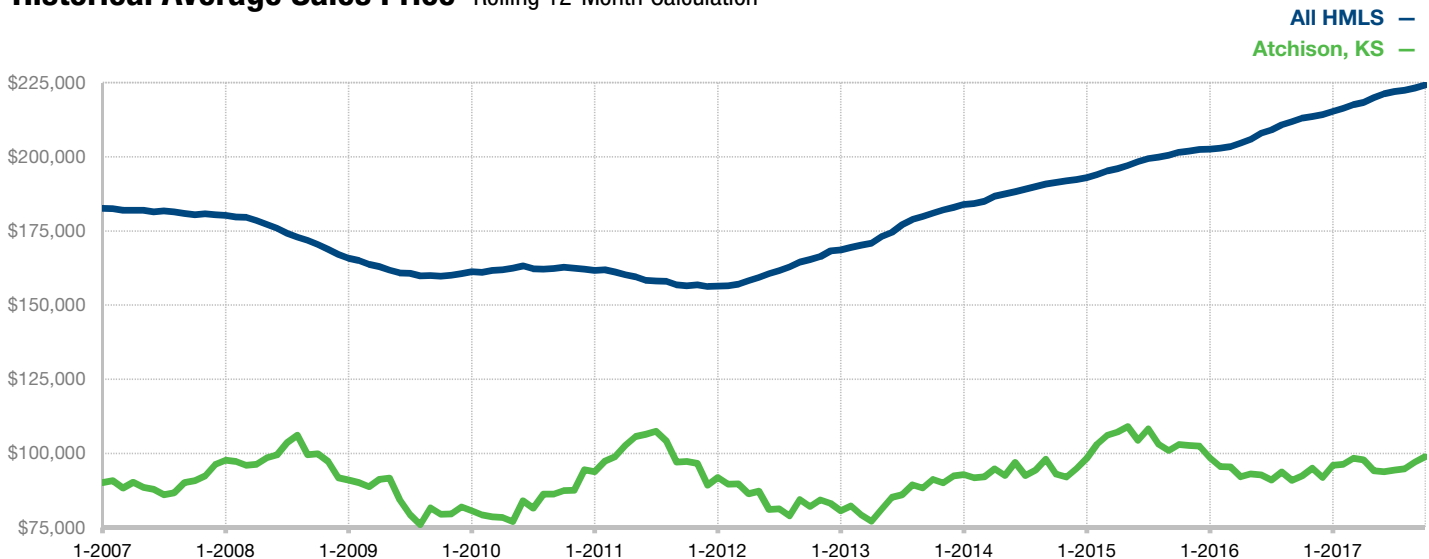
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	11	10	- 9.1%	112	130	+ 16.1%
Average Sales Price*	\$91,409	\$122,778	+ 34.3%	\$91,312	\$99,837	+ 9.3%
Median Sales Price*	\$86,500	\$158,000	+ 82.7%	\$76,750	\$90,000	+ 17.3%
Days on Market Until Sale	184	95	- 48.4%	130	115	- 11.5%
Percentage of Original List Price Received*	87.1%	90.3%	+ 3.7%	89.3%	88.3%	- 1.1%
Pending Sales	11	7	- 36.4%	116	126	+ 8.6%
Inventory	77	64	- 16.9%	--	--	--
Supply	6.9	4.9	- 29.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Average Sales Price Rolling 12-Month Calculation



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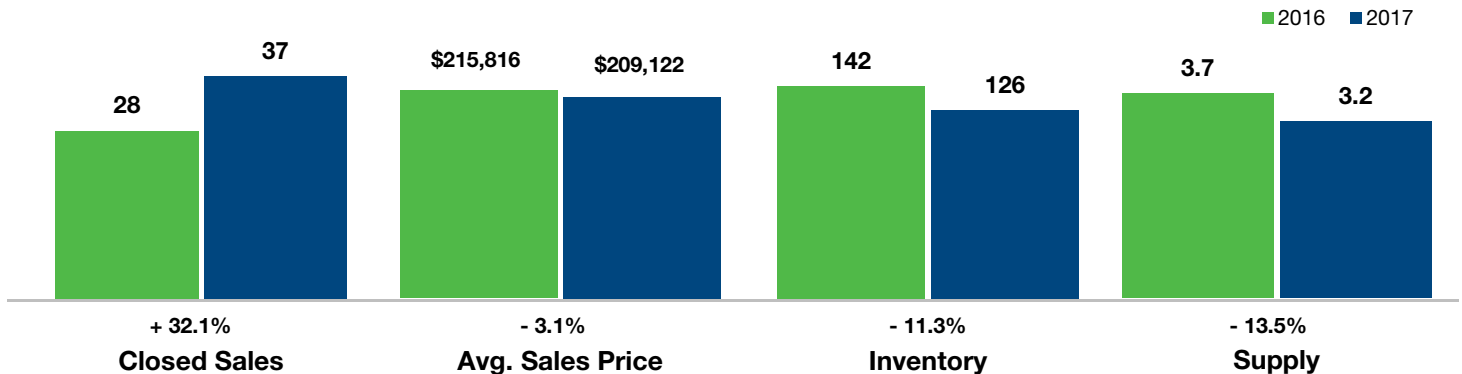


Douglas, KS

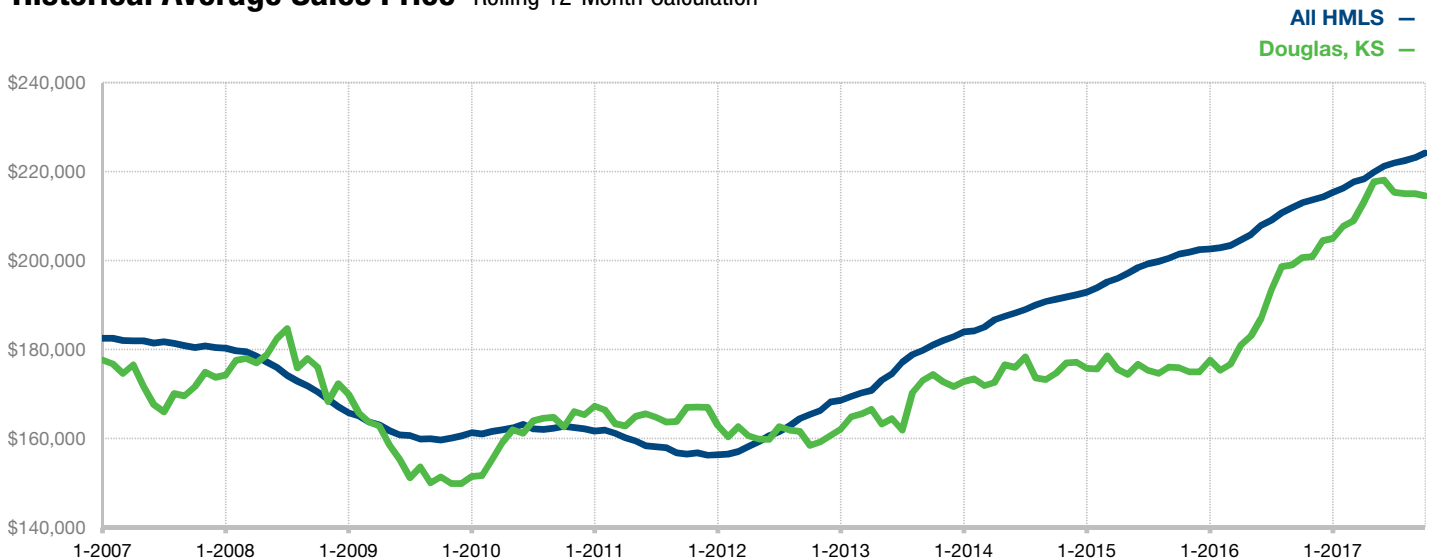
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	28	37	+ 32.1%	409	422	+ 3.2%
Average Sales Price*	\$215,816	\$209,122	- 3.1%	\$204,403	\$215,785	+ 5.6%
Median Sales Price*	\$193,750	\$179,500	- 7.4%	\$169,000	\$182,950	+ 8.3%
Days on Market Until Sale	60	53	- 11.7%	63	50	- 20.6%
Percentage of Original List Price Received*	94.0%	97.4%	+ 3.6%	95.9%	97.1%	+ 1.3%
Pending Sales	31	26	- 16.1%	408	420	+ 2.9%
Inventory	142	126	- 11.3%	--	--	--
Supply	3.7	3.2	- 13.5%	--	--	--

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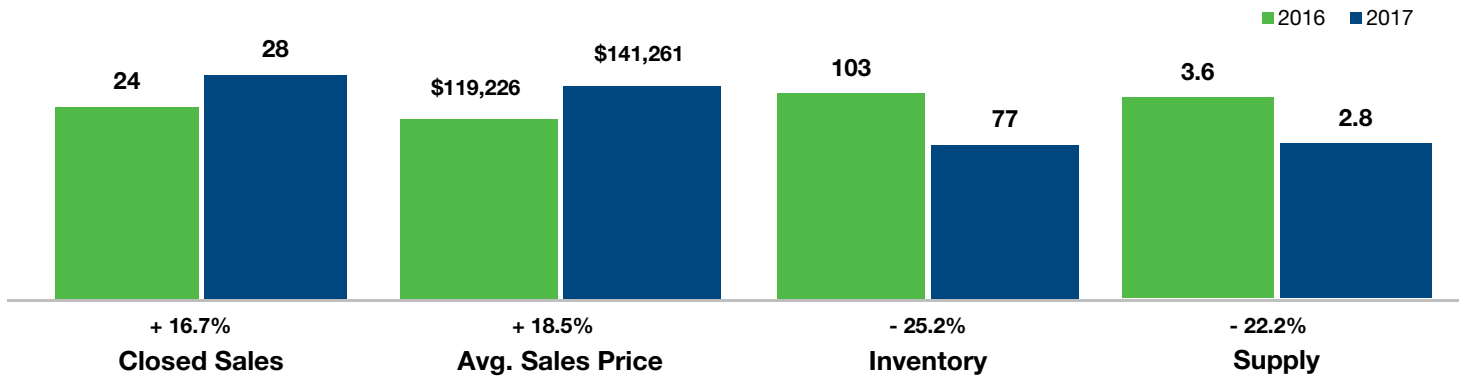


Franklin, KS

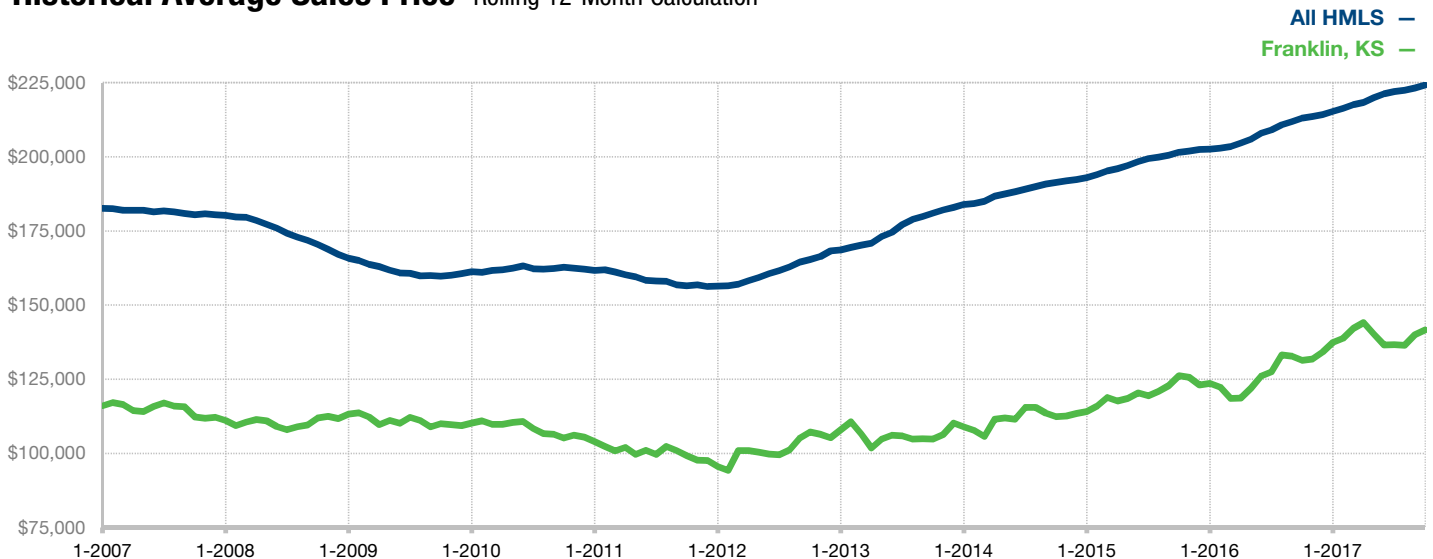
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	24	28	+ 16.7%	296	293	- 1.0%
Average Sales Price*	\$119,226	\$141,261	+ 18.5%	\$134,479	\$142,991	+ 6.3%
Median Sales Price*	\$119,000	\$128,000	+ 7.6%	\$116,000	\$123,500	+ 6.5%
Days on Market Until Sale	48	51	+ 6.3%	67	58	- 13.4%
Percentage of Original List Price Received*	87.9%	92.8%	+ 5.6%	92.9%	94.2%	+ 1.4%
Pending Sales	19	30	+ 57.9%	300	305	+ 1.7%
Inventory	103	77	- 25.2%	--	--	--
Supply	3.6	2.8	- 22.2%	--	--	--

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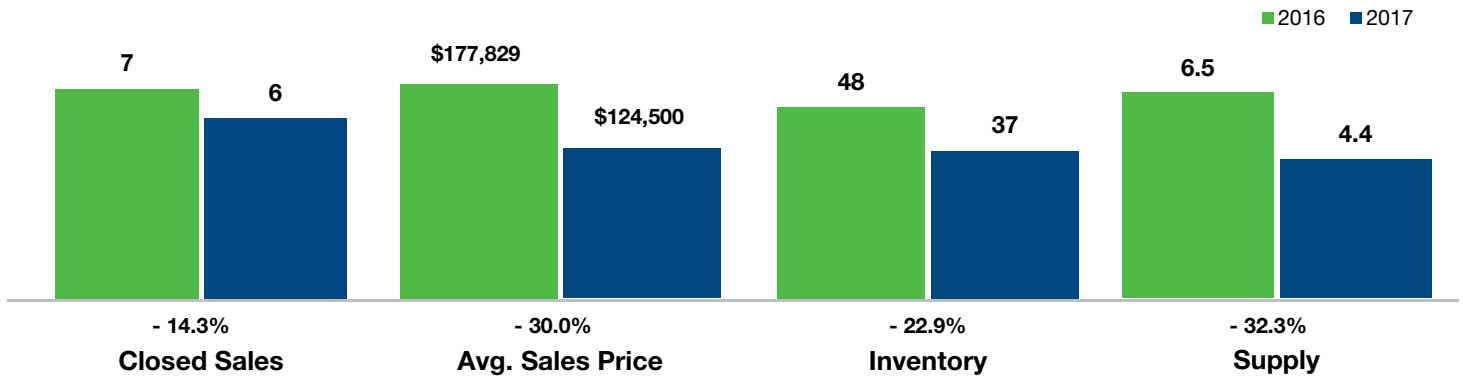


Jefferson, KS

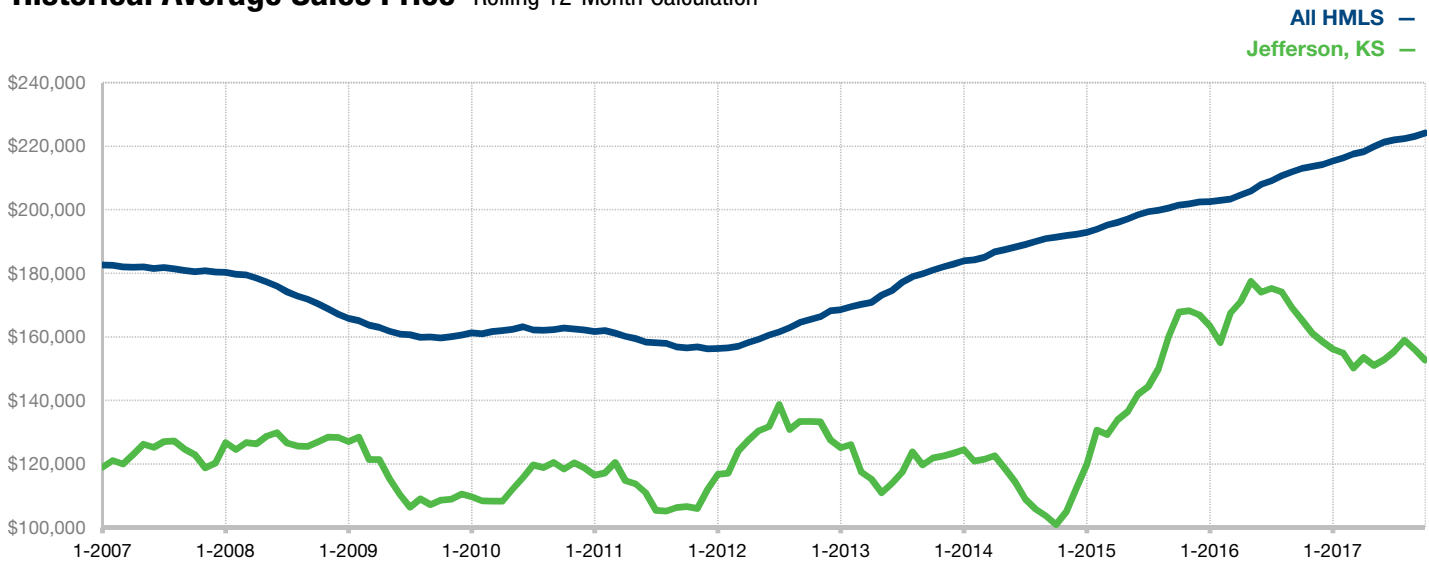
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	7	6	- 14.3%	77	81	+ 5.2%
Average Sales Price*	\$177,829	\$124,500	- 30.0%	\$162,866	\$155,431	- 4.6%
Median Sales Price*	\$186,900	\$79,250	- 57.6%	\$146,000	\$127,500	- 12.7%
Days on Market Until Sale	58	32	- 44.8%	106	66	- 37.7%
Percentage of Original List Price Received*	94.5%	92.8%	- 1.8%	92.3%	95.2%	+ 3.1%
Pending Sales	9	7	- 22.2%	85	87	+ 2.4%
Inventory	48	37	- 22.9%	--	--	--
Supply	6.5	4.4	- 32.3%	--	--	--

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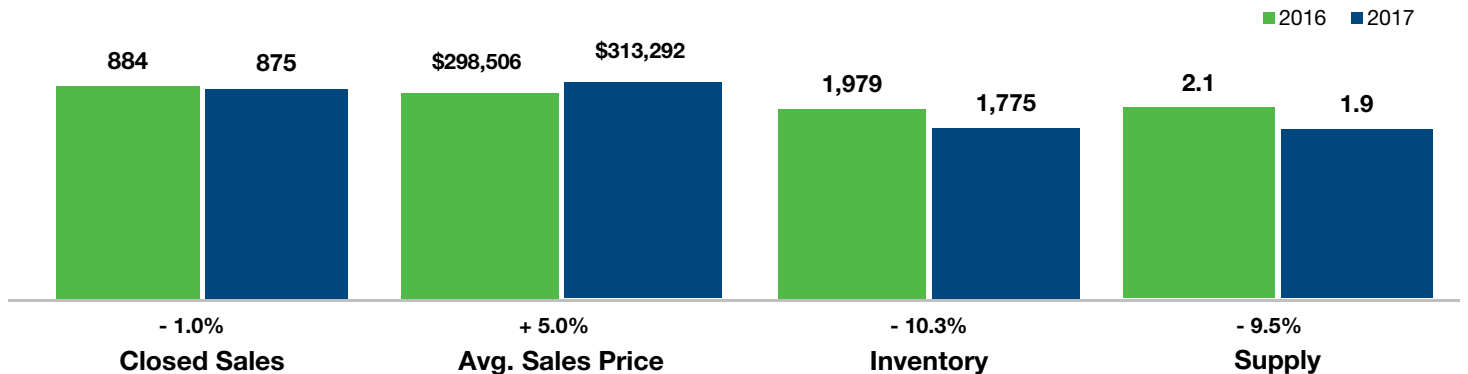


Johnson, KS

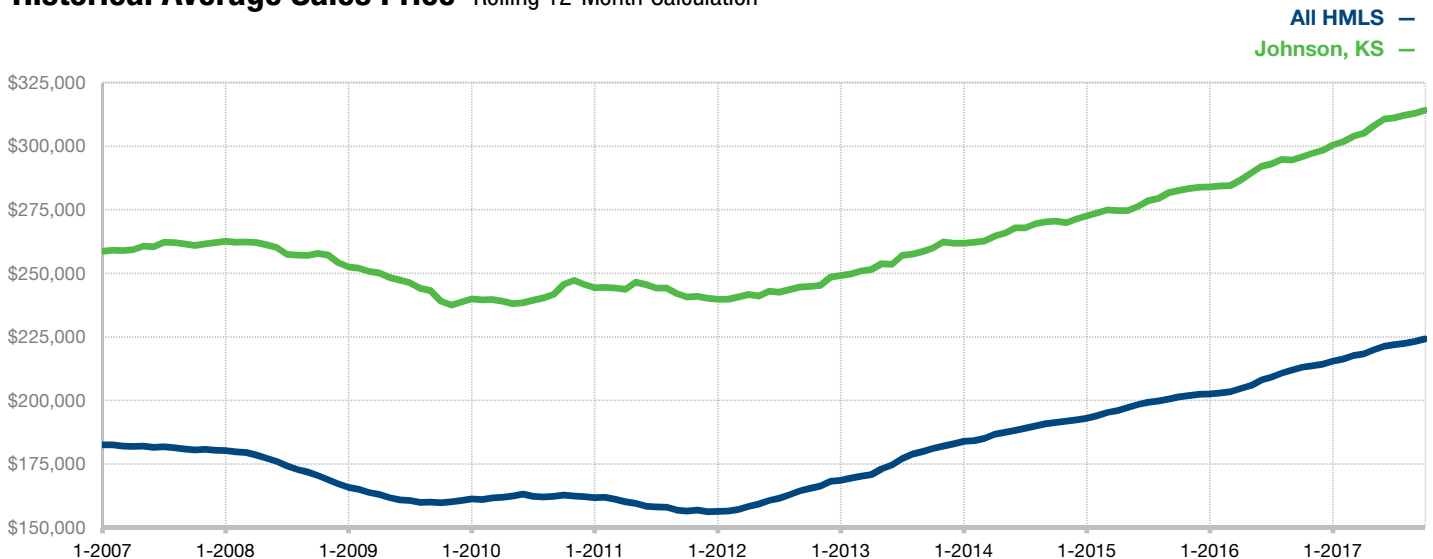
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	884	875	- 1.0%	9,685	9,578	- 1.1%
Average Sales Price*	\$298,506	\$313,292	+ 5.0%	\$296,803	\$315,381	+ 6.3%
Median Sales Price*	\$255,000	\$260,000	+ 2.0%	\$250,000	\$265,000	+ 6.0%
Days on Market Until Sale	52	54	+ 3.8%	51	44	- 13.7%
Percentage of Original List Price Received*	97.2%	98.0%	+ 0.8%	98.2%	98.8%	+ 0.6%
Pending Sales	883	955	+ 8.2%	10,196	10,273	+ 0.8%
Inventory	1,979	1,775	- 10.3%	--	--	--
Supply	2.1	1.9	- 9.5%	--	--	--

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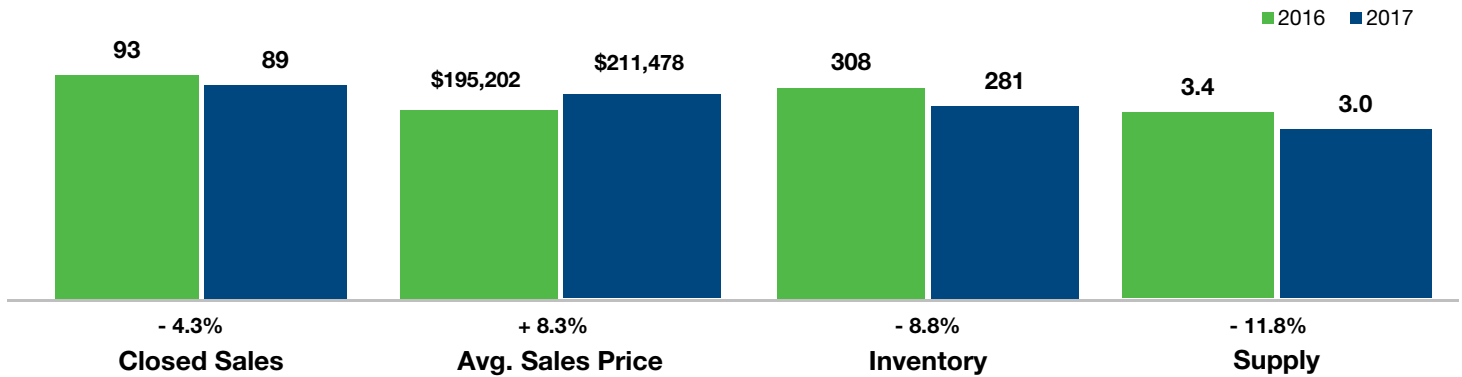


Leavenworth, KS

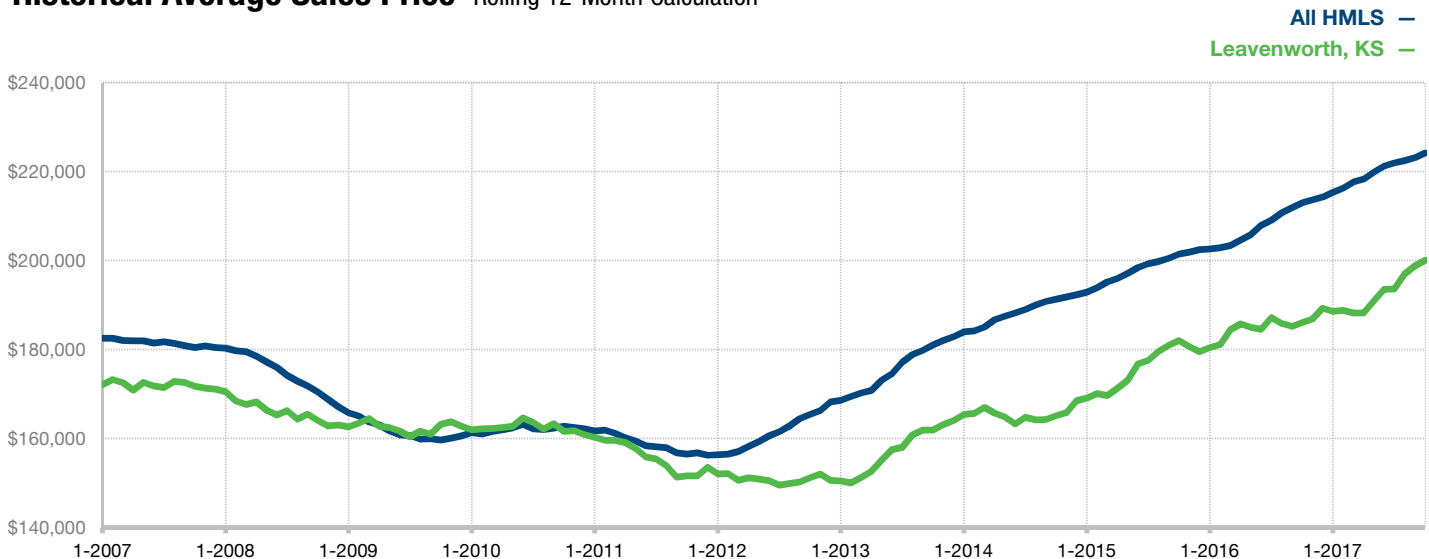
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	93	89	- 4.3%	959	951	- 0.8%
Average Sales Price*	\$195,202	\$211,478	+ 8.3%	\$187,915	\$200,498	+ 6.7%
Median Sales Price*	\$175,000	\$190,000	+ 8.6%	\$175,000	\$190,000	+ 8.6%
Days on Market Until Sale	101	62	- 38.6%	82	62	- 24.4%
Percentage of Original List Price Received*	95.4%	96.8%	+ 1.5%	96.4%	96.8%	+ 0.4%
Pending Sales	75	88	+ 17.3%	1,003	1,003	0.0%
Inventory	308	281	- 8.8%	--	--	--
Supply	3.4	3.0	- 11.8%	--	--	--

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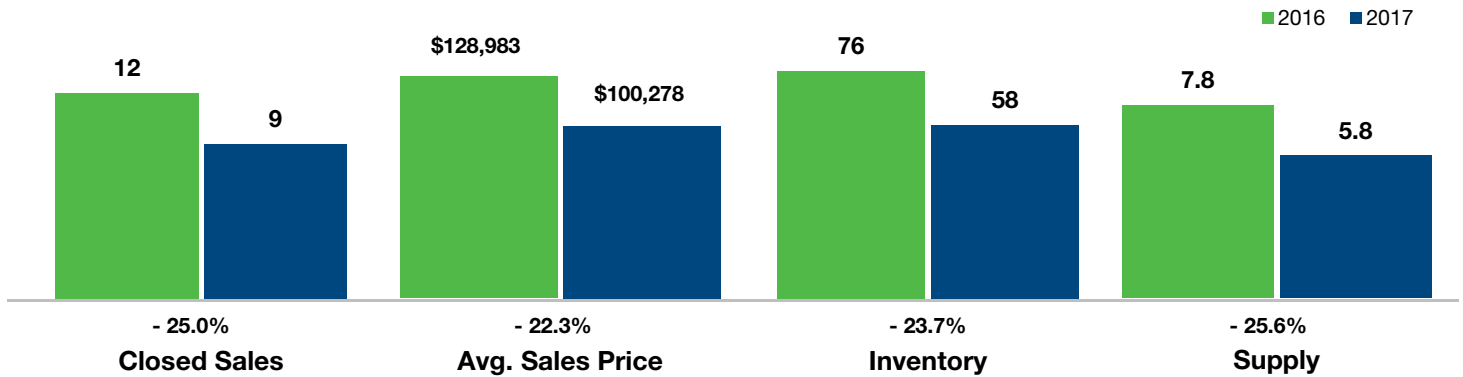


Linn, KS

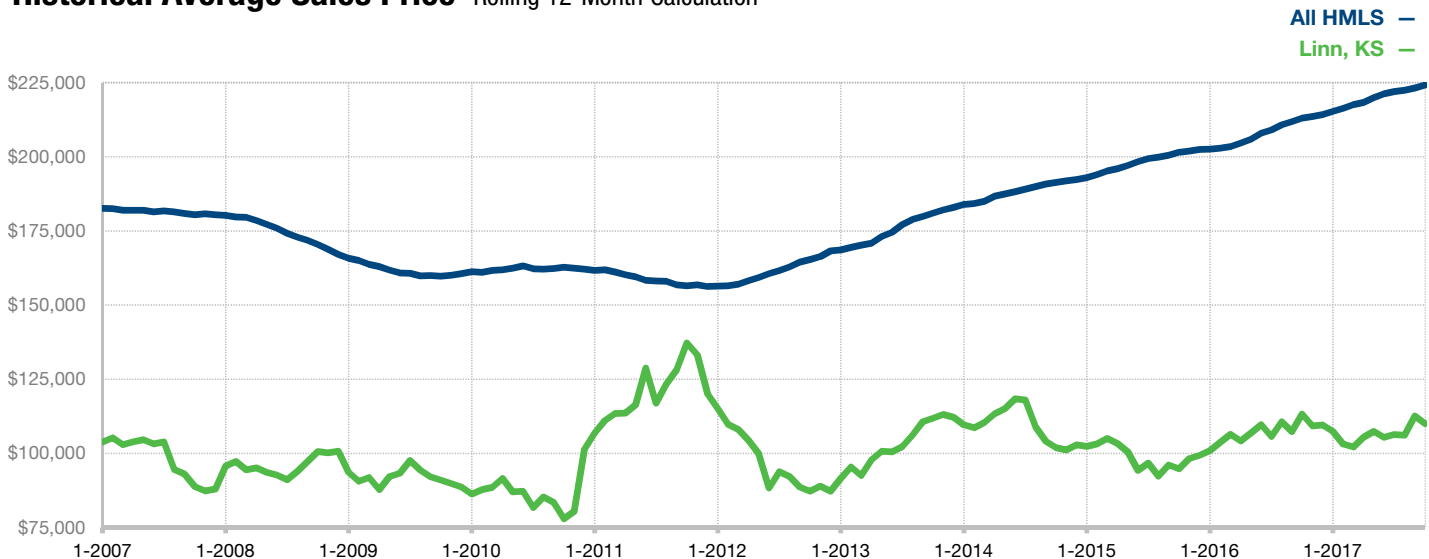
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	12	9	- 25.0%	101	104	+ 3.0%
Average Sales Price*	\$128,983	\$100,278	- 22.3%	\$111,772	\$112,242	+ 0.4%
Median Sales Price*	\$112,450	\$80,000	- 28.9%	\$97,750	\$86,250	- 11.8%
Days on Market Until Sale	141	69	- 51.1%	98	100	+ 2.0%
Percentage of Original List Price Received*	88.7%	92.9%	+ 4.7%	92.3%	91.4%	- 1.0%
Pending Sales	11	6	- 45.5%	109	106	- 2.8%
Inventory	76	58	- 23.7%	--	--	--
Supply	7.8	5.8	- 25.6%	--	--	--

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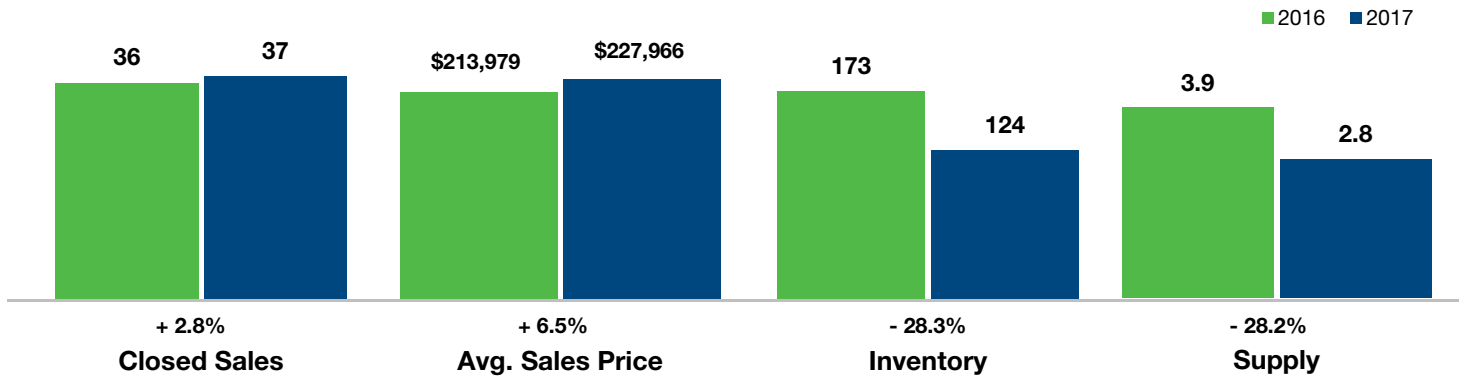


Miami, KS

Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	36	37	+ 2.8%	481	454	- 5.6%
Average Sales Price*	\$213,979	\$227,966	+ 6.5%	\$209,682	\$200,359	- 4.4%
Median Sales Price*	\$179,475	\$200,000	+ 11.4%	\$184,000	\$185,000	+ 0.5%
Days on Market Until Sale	54	52	- 3.7%	69	65	- 5.8%
Percentage of Original List Price Received*	93.6%	93.1%	- 0.5%	94.3%	94.7%	+ 0.4%
Pending Sales	32	46	+ 43.8%	477	487	+ 2.1%
Inventory	173	124	- 28.3%	--	--	--
Supply	3.9	2.8	- 28.2%	--	--	--

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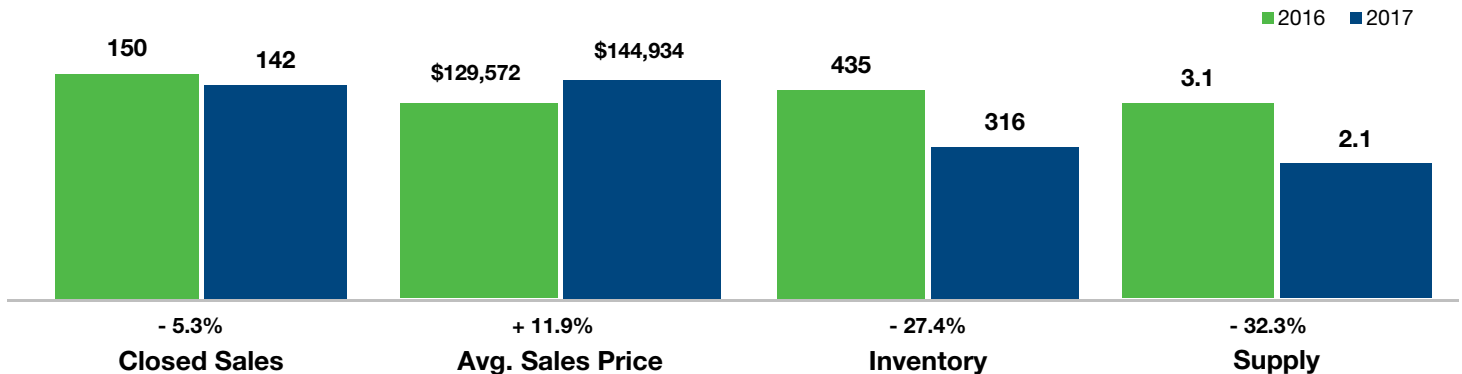


Wyandotte, KS

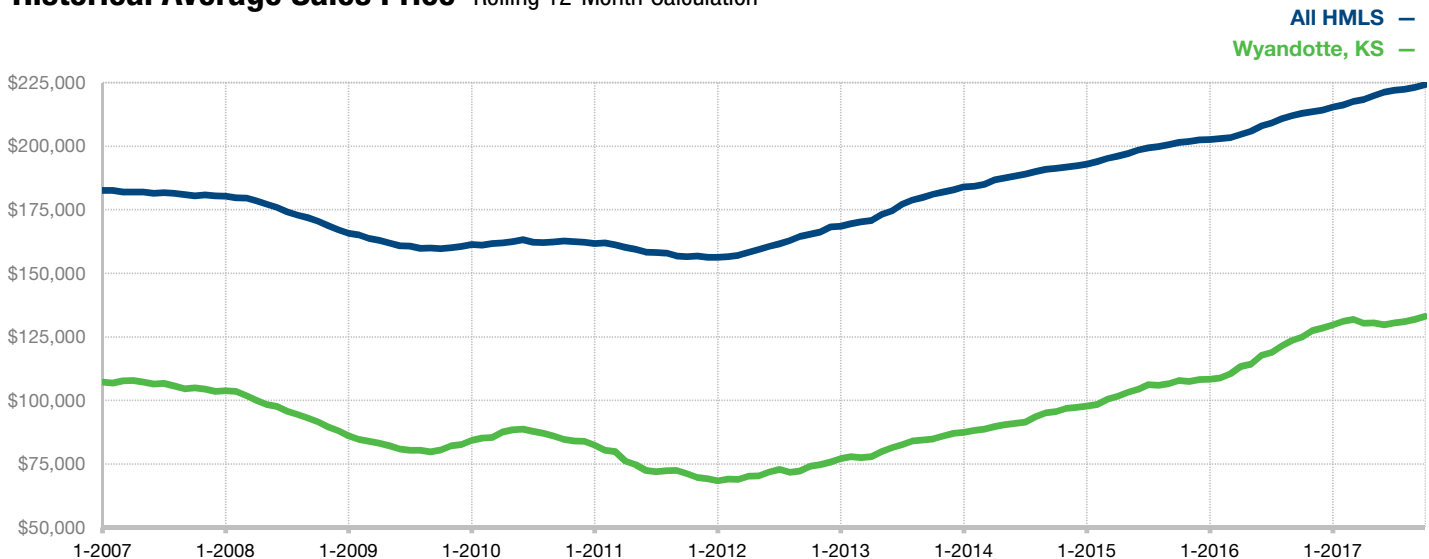
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	150	142	- 5.3%	1,489	1,522	+ 2.2%
Average Sales Price*	\$129,572	\$144,934	+ 11.9%	\$128,240	\$133,640	+ 4.2%
Median Sales Price*	\$104,500	\$130,950	+ 25.3%	\$110,000	\$120,000	+ 9.1%
Days on Market Until Sale	61	57	- 6.6%	66	56	- 15.2%
Percentage of Original List Price Received*	94.7%	96.3%	+ 1.7%	95.6%	96.0%	+ 0.4%
Pending Sales	127	161	+ 26.8%	1,542	1,596	+ 3.5%
Inventory	435	316	- 27.4%	--	--	--
Supply	3.1	2.1	- 32.3%	--	--	--

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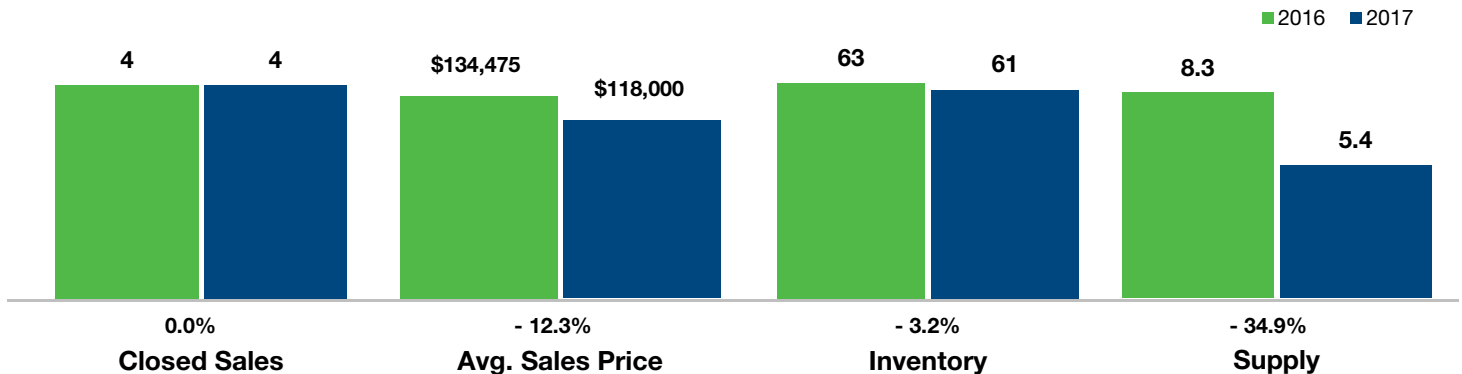


Bates, MO

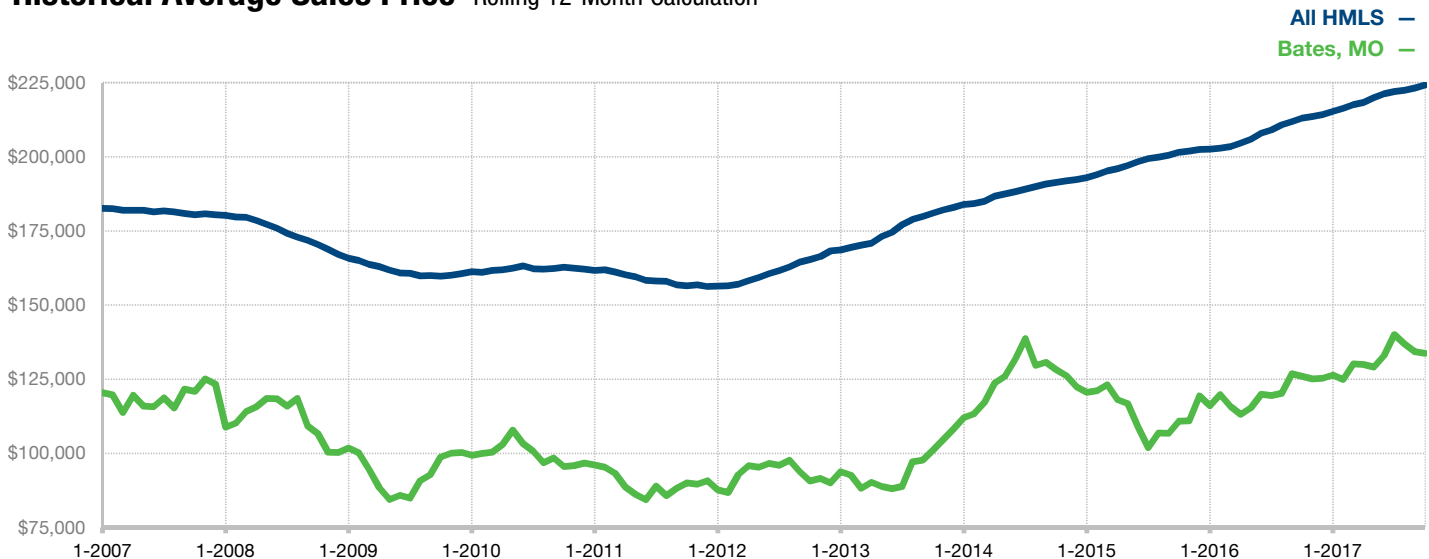
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	4	4	0.0%	79	119	+ 50.6%
Average Sales Price*	\$134,475	\$118,000	- 12.3%	\$124,254	\$134,283	+ 8.1%
Median Sales Price*	\$138,750	\$96,000	- 30.8%	\$109,000	\$125,250	+ 14.9%
Days on Market Until Sale	87	156	+ 79.3%	164	96	- 41.5%
Percentage of Original List Price Received*	94.9%	85.5%	- 9.9%	90.5%	92.2%	+ 1.9%
Pending Sales	9	6	- 33.3%	81	122	+ 50.6%
Inventory	63	61	- 3.2%	--	--	--
Supply	8.3	5.4	- 34.9%	--	--	--

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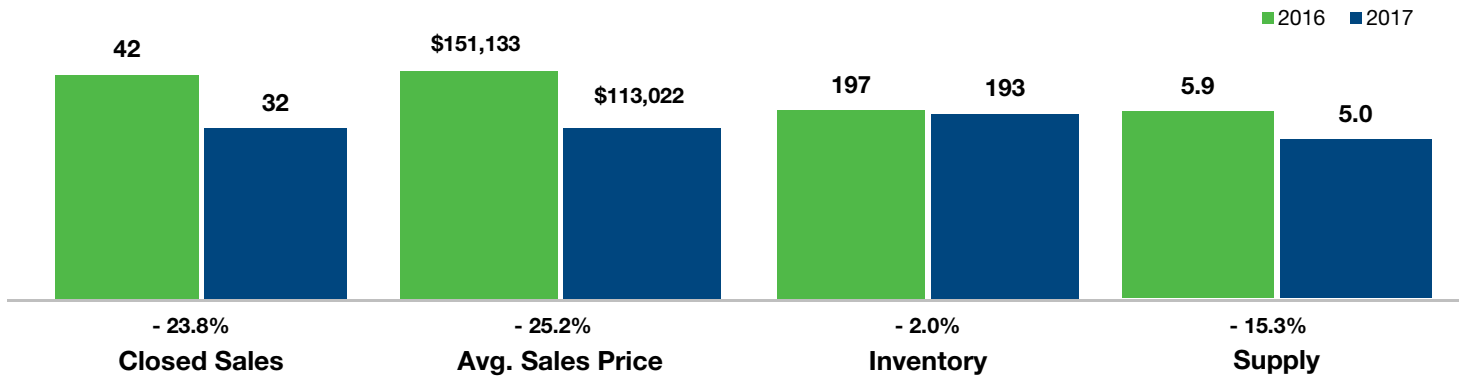


Buchanan, MO

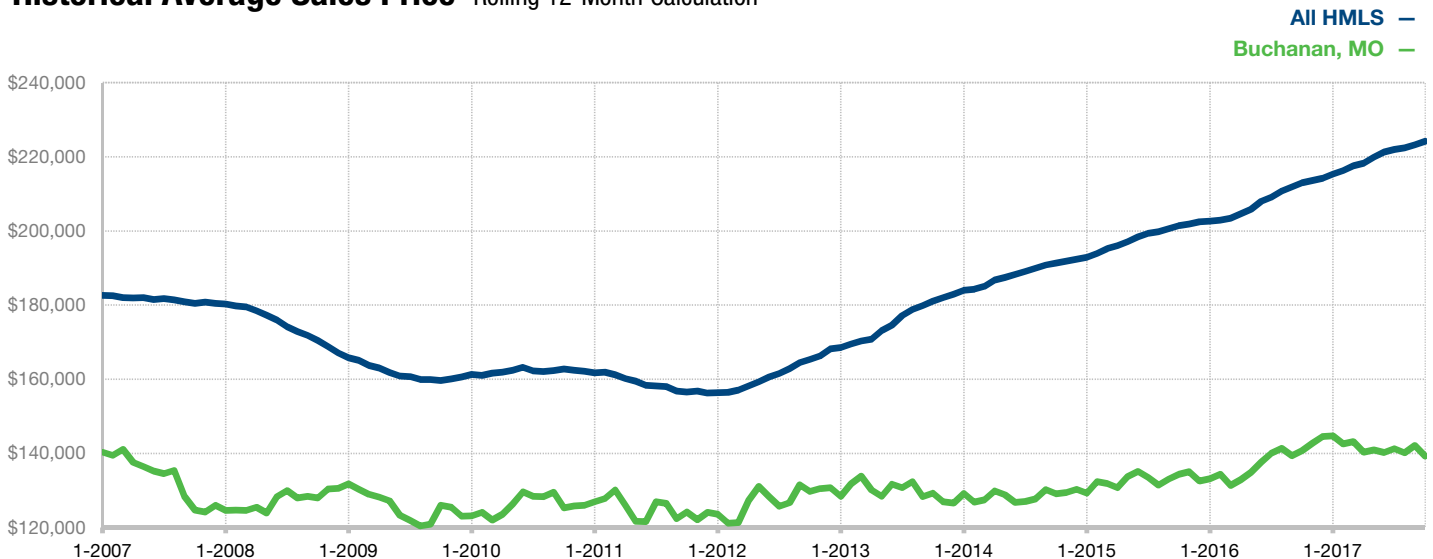
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	42	32	- 23.8%	355	396	+ 11.5%
Average Sales Price*	\$151,133	\$113,022	- 25.2%	\$143,680	\$137,628	- 4.2%
Median Sales Price*	\$128,500	\$95,500	- 25.7%	\$128,000	\$117,900	- 7.9%
Days on Market Until Sale	70	50	- 28.6%	75	69	- 8.0%
Percentage of Original List Price Received*	92.8%	91.0%	- 1.9%	93.1%	92.5%	- 0.6%
Pending Sales	32	42	+ 31.3%	378	420	+ 11.1%
Inventory	197	193	- 2.0%	--	--	--
Supply	5.9	5.0	- 15.3%	--	--	--

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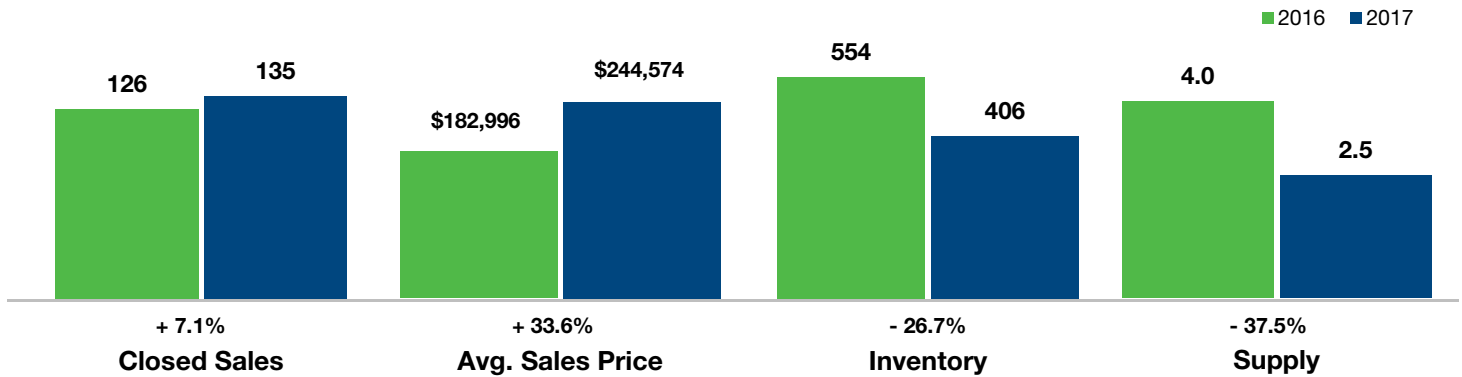


Cass, MO

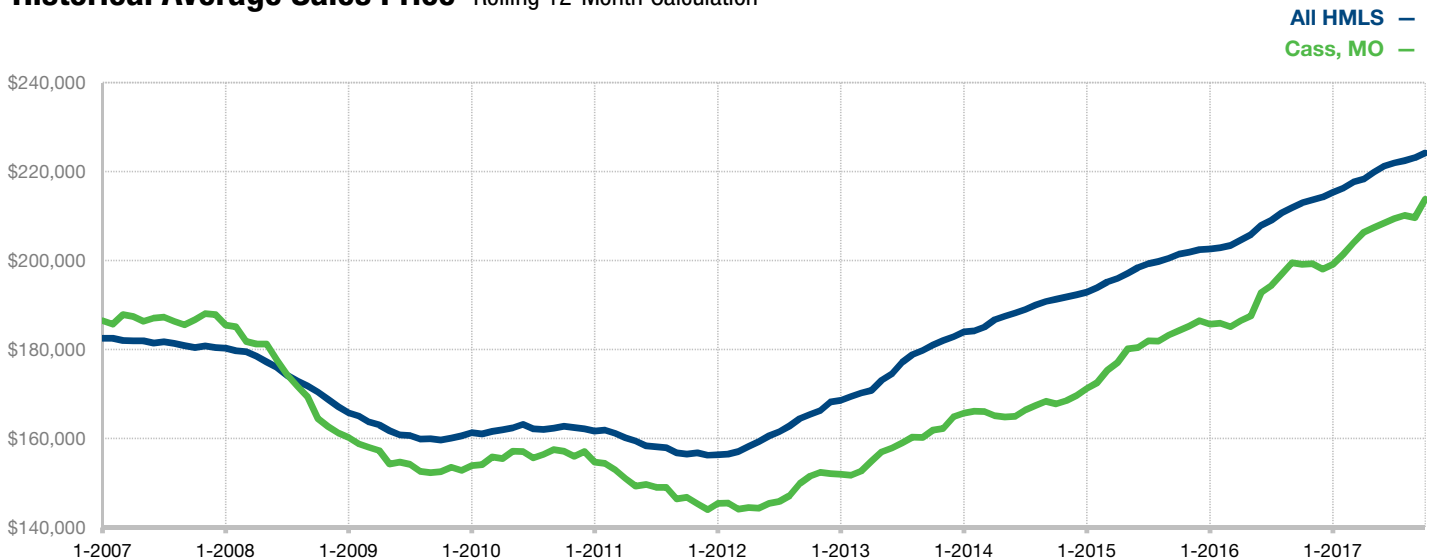
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	126	135	+ 7.1%	1,445	1,680	+ 16.3%
Average Sales Price*	\$182,996	\$244,574	+ 33.6%	\$199,508	\$217,564	+ 9.1%
Median Sales Price*	\$161,500	\$183,000	+ 13.3%	\$170,000	\$189,000	+ 11.2%
Days on Market Until Sale	60	67	+ 11.7%	73	69	- 5.5%
Percentage of Original List Price Received*	97.0%	97.6%	+ 0.6%	96.3%	97.4%	+ 1.1%
Pending Sales	128	146	+ 14.1%	1,508	1,753	+ 16.2%
Inventory	554	406	- 26.7%	--	--	--
Supply	4.0	2.5	- 37.5%	--	--	--

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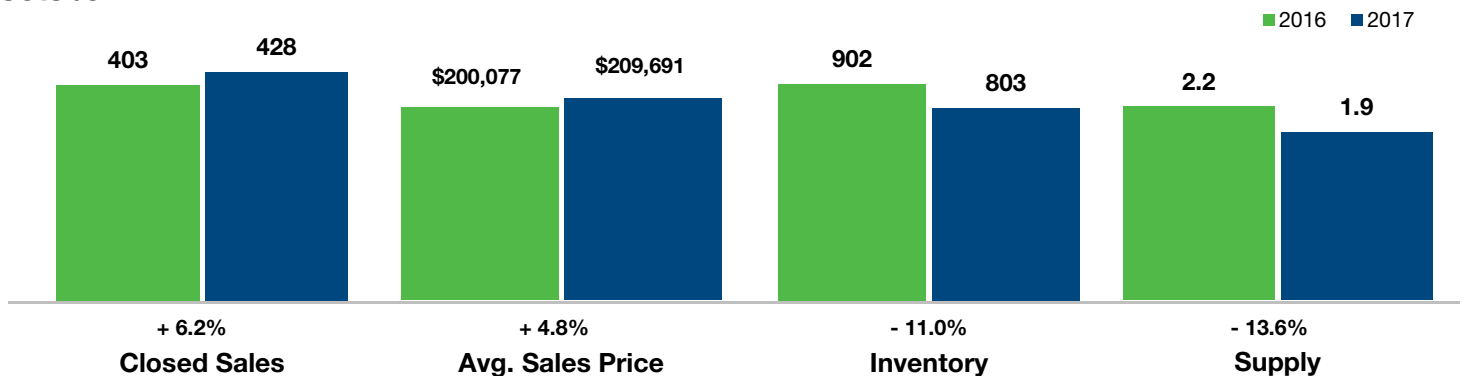


Clay, MO

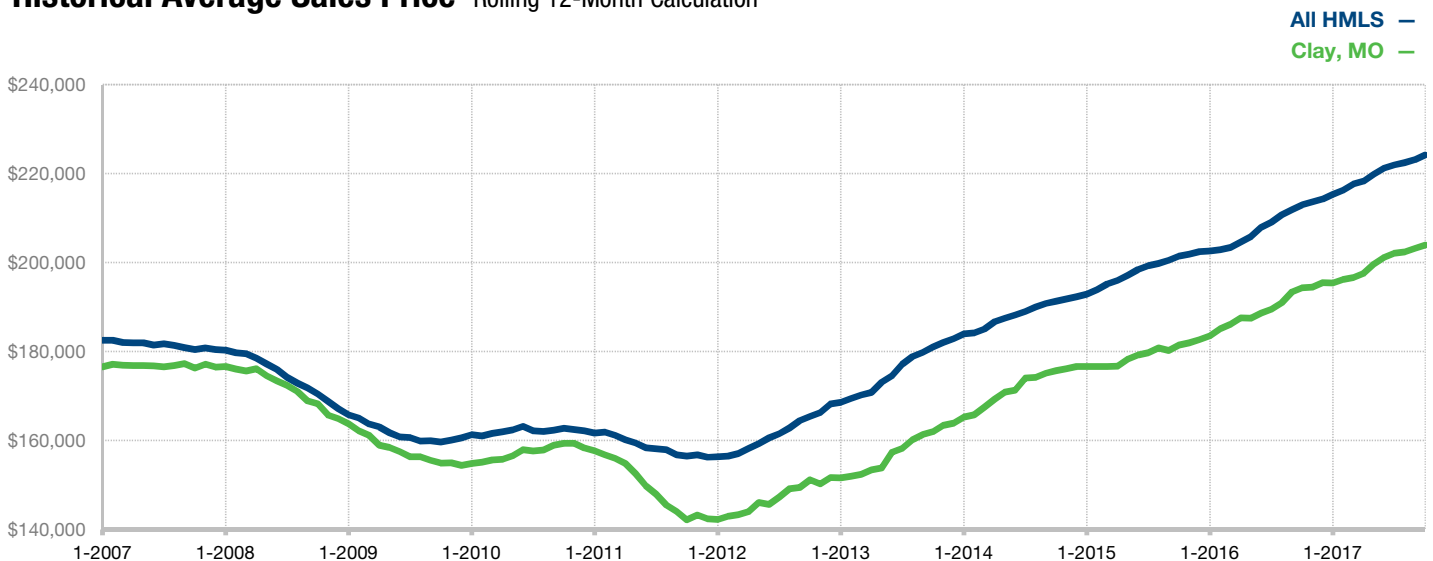
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	403	428	+ 6.2%	4,380	4,326	- 1.2%
Average Sales Price*	\$200,077	\$209,691	+ 4.8%	\$195,867	\$205,860	+ 5.1%
Median Sales Price*	\$172,000	\$185,000	+ 7.6%	\$175,000	\$185,000	+ 5.7%
Days on Market Until Sale	54	51	- 5.6%	60	49	- 18.3%
Percentage of Original List Price Received*	96.4%	97.4%	+ 1.0%	97.5%	98.0%	+ 0.5%
Pending Sales	399	442	+ 10.8%	4,589	4,560	- 0.6%
Inventory	902	803	- 11.0%	--	--	--
Supply	2.2	1.9	- 13.6%	--	--	--

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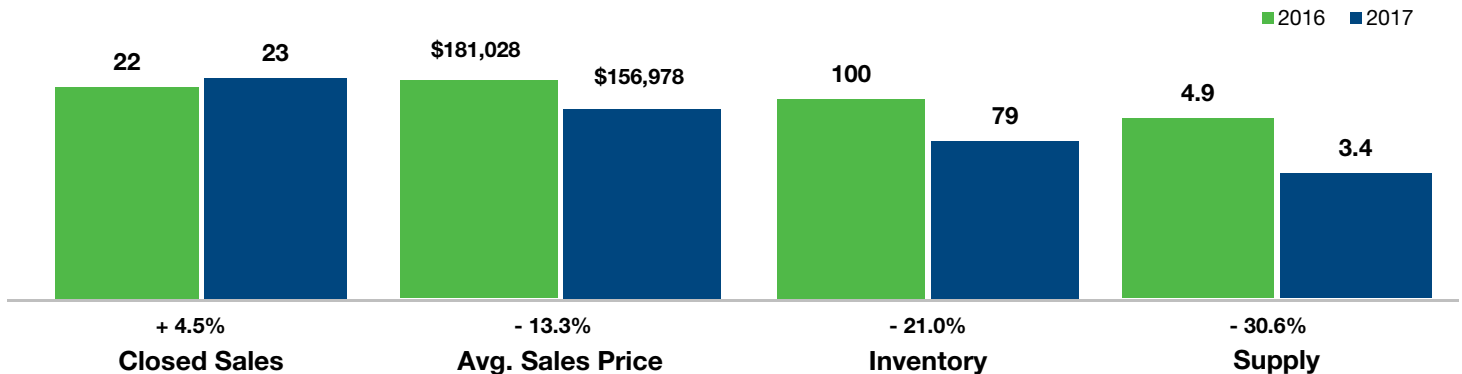


Clinton, MO

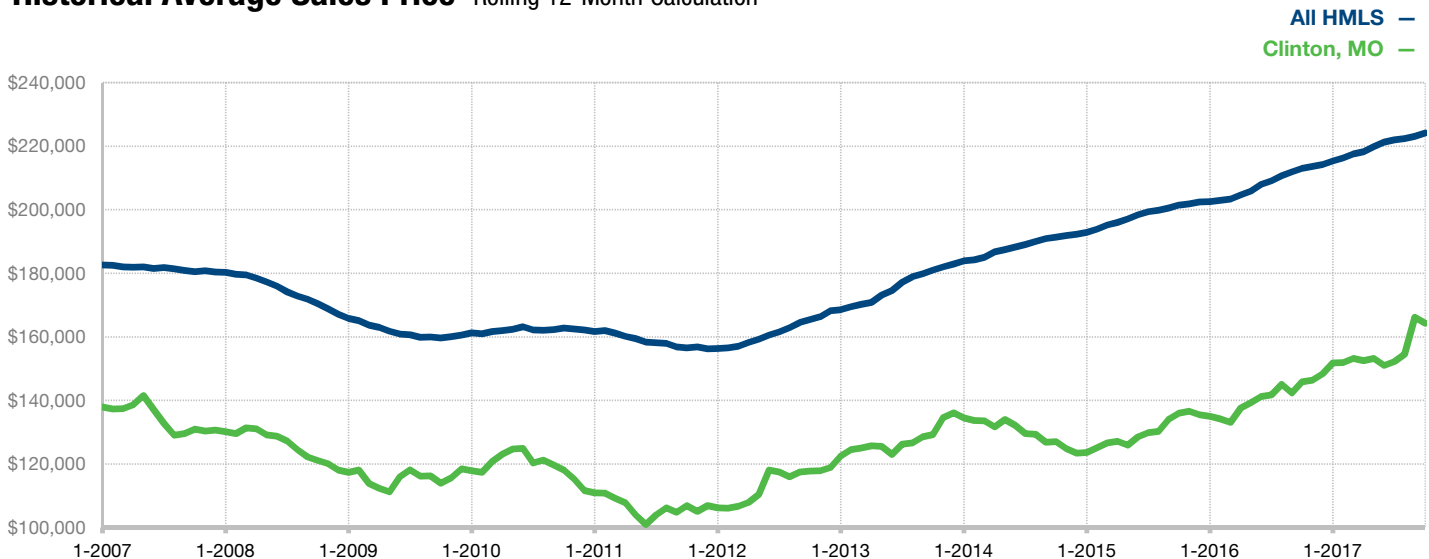
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	22	23	+ 4.5%	215	234	+ 8.8%
Average Sales Price*	\$181,028	\$156,978	- 13.3%	\$149,410	\$168,355	+ 12.7%
Median Sales Price*	\$166,000	\$132,000	- 20.5%	\$131,750	\$134,950	+ 2.4%
Days on Market Until Sale	95	60	- 36.8%	93	75	- 19.4%
Percentage of Original List Price Received*	94.5%	97.4%	+ 3.1%	94.4%	95.4%	+ 1.1%
Pending Sales	21	17	- 19.0%	242	234	- 3.3%
Inventory	100	79	- 21.0%	--	--	--
Supply	4.9	3.4	- 30.6%	--	--	--

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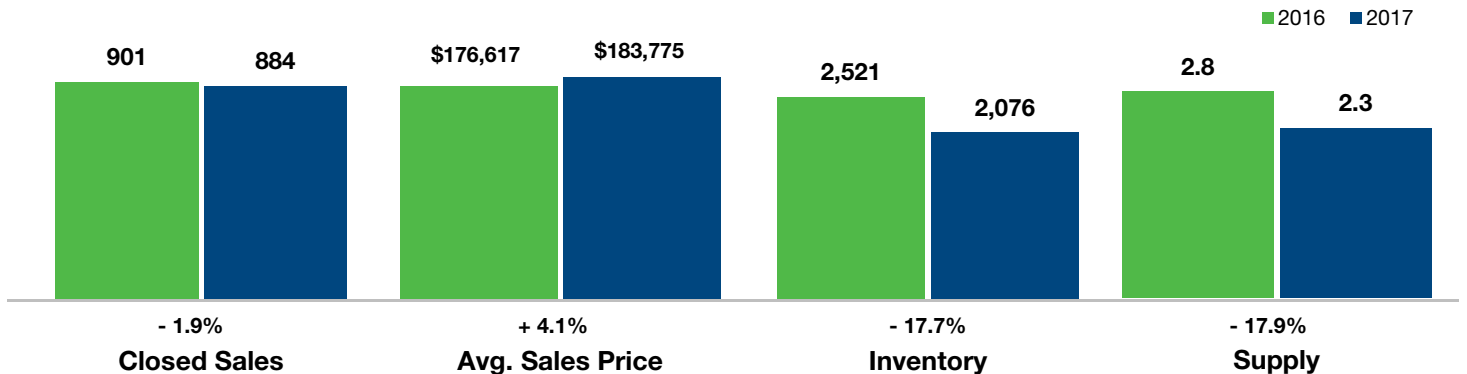


Jackson, MO

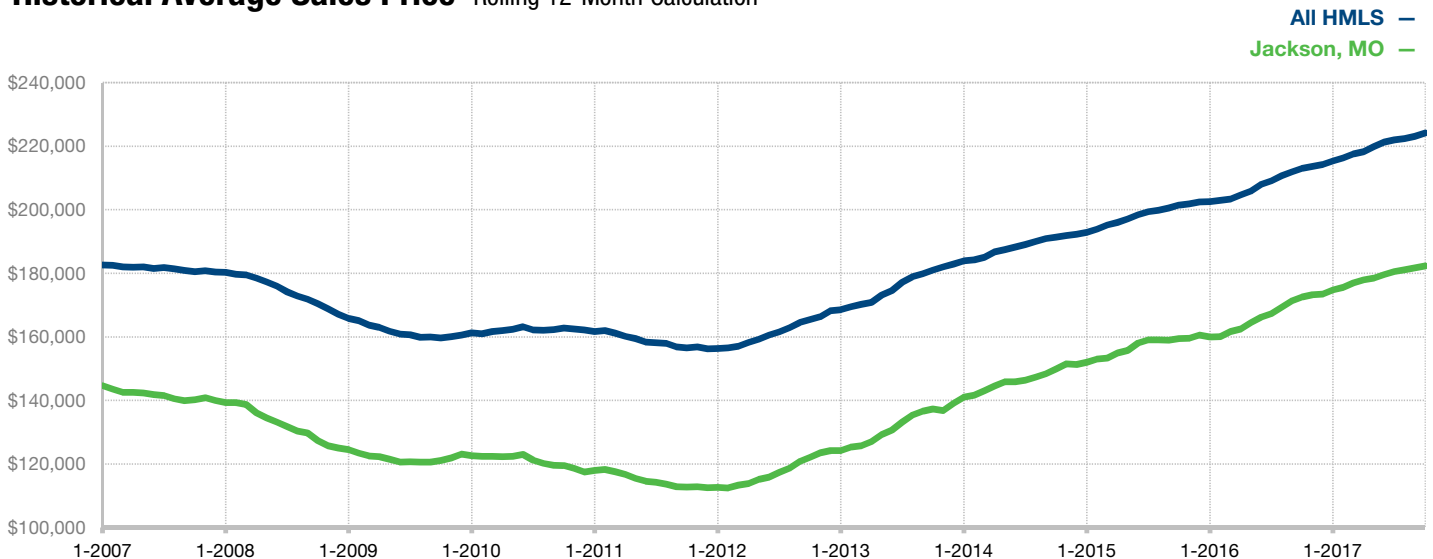
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	901	884	- 1.9%	9,402	9,212	- 2.0%
Average Sales Price*	\$176,617	\$183,775	+ 4.1%	\$174,296	\$184,723	+ 6.0%
Median Sales Price*	\$144,950	\$157,450	+ 8.6%	\$147,900	\$158,500	+ 7.2%
Days on Market Until Sale	61	48	- 21.3%	65	53	- 18.5%
Percentage of Original List Price Received*	95.6%	95.5%	- 0.1%	95.6%	96.5%	+ 0.9%
Pending Sales	818	961	+ 17.5%	9,721	9,692	- 0.3%
Inventory	2,521	2,076	- 17.7%	--	--	--
Supply	2.8	2.3	- 17.9%	--	--	--

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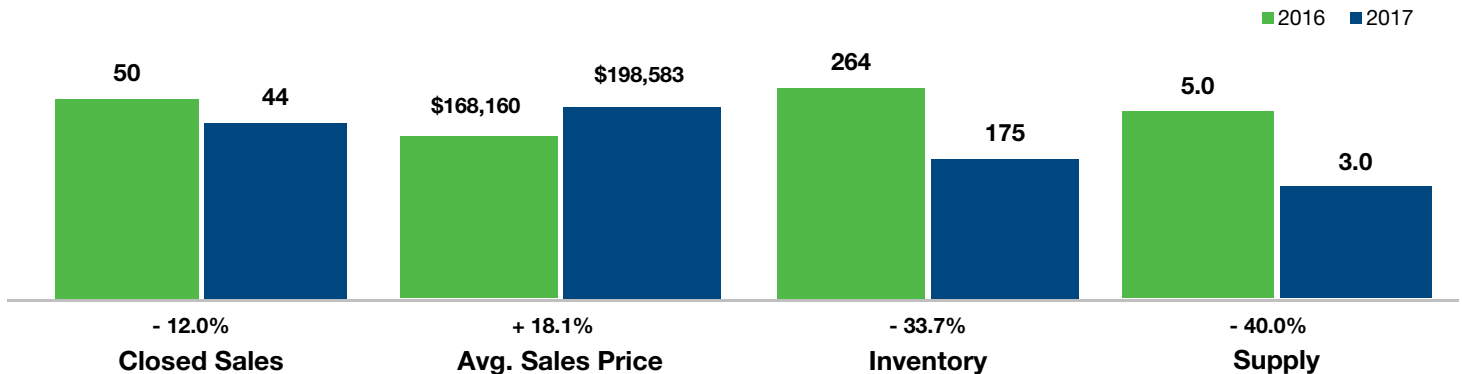


Johnson, MO

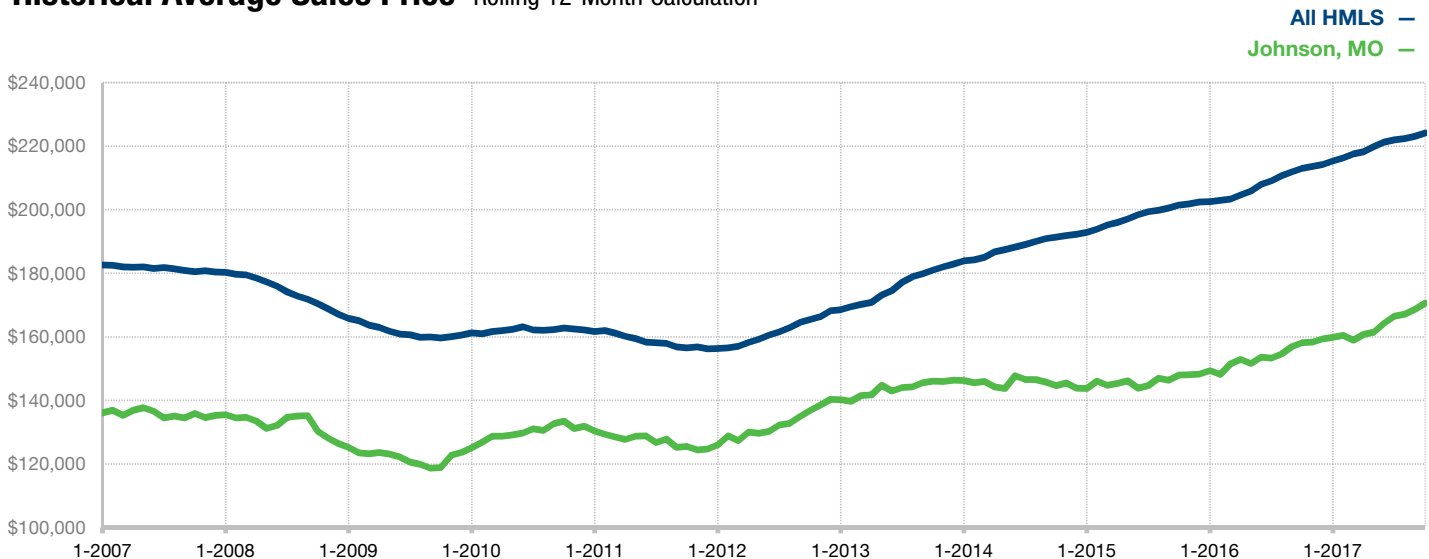
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	50	44	- 12.0%	558	588	+ 5.4%
Average Sales Price*	\$168,160	\$198,583	+ 18.1%	\$159,103	\$172,480	+ 8.4%
Median Sales Price*	\$152,450	\$169,000	+ 10.9%	\$143,000	\$159,000	+ 11.2%
Days on Market Until Sale	86	95	+ 10.5%	86	73	- 15.1%
Percentage of Original List Price Received*	95.7%	95.8%	+ 0.1%	94.5%	95.5%	+ 1.1%
Pending Sales	50	58	+ 16.0%	591	651	+ 10.2%
Inventory	264	175	- 33.7%	--	--	--
Supply	5.0	3.0	- 40.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for October 2017

A Research Tool Provided by the Kansas City Regional Association of REALTORS®

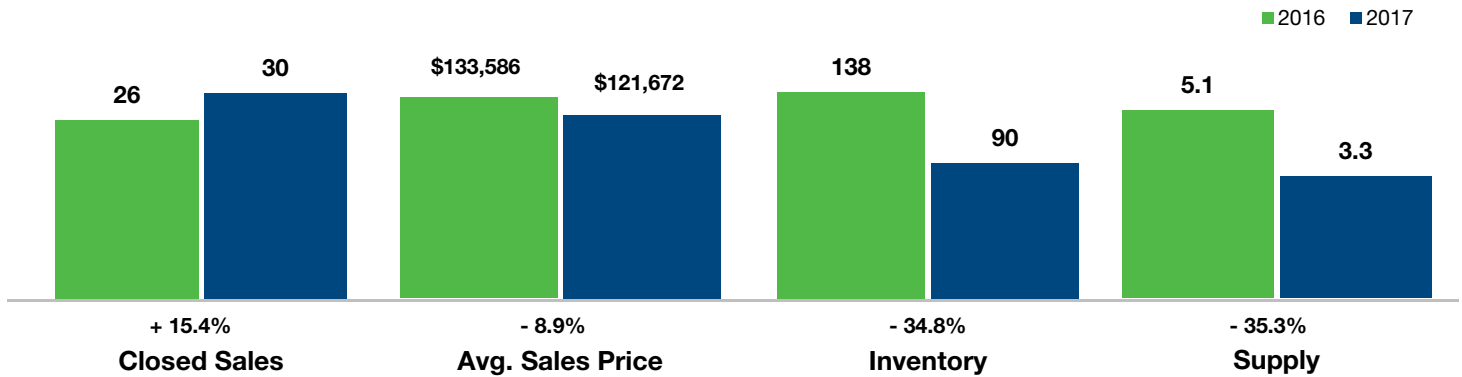


Lafayette, MO

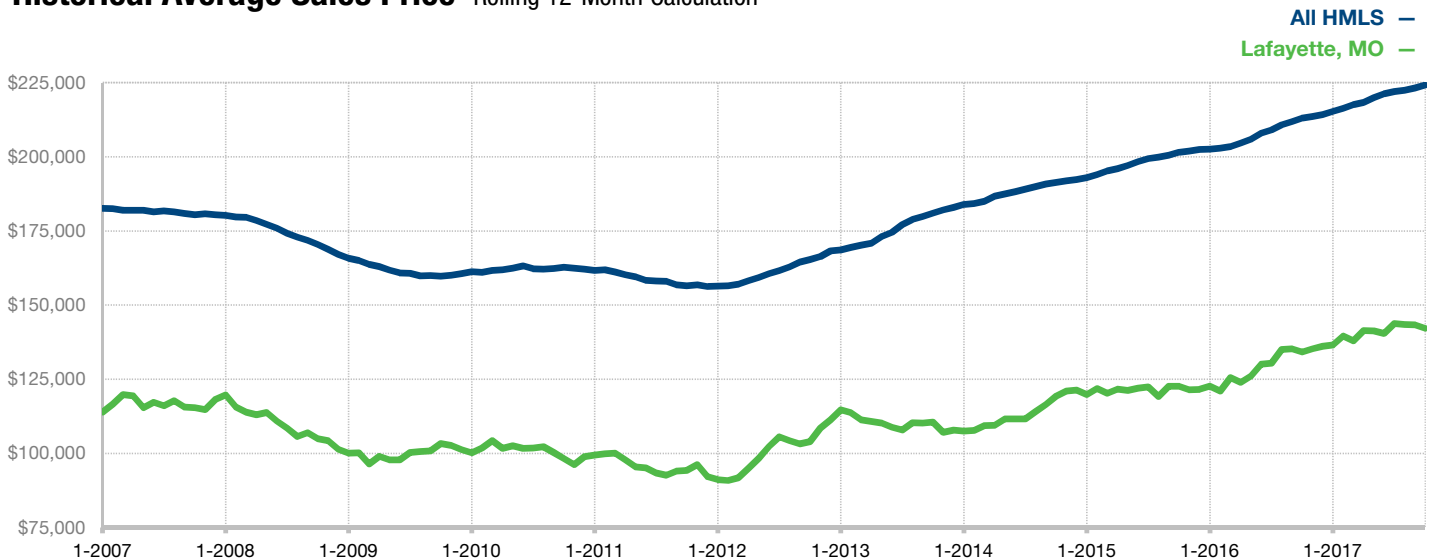
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	26	30	+ 15.4%	289	282	- 2.4%
Average Sales Price*	\$133,586	\$121,672	- 8.9%	\$136,804	\$143,933	+ 5.2%
Median Sales Price*	\$115,000	\$91,750	- 20.2%	\$119,900	\$119,750	- 0.1%
Days on Market Until Sale	89	68	- 23.6%	86	94	+ 9.3%
Percentage of Original List Price Received*	95.5%	91.0%	- 4.7%	94.1%	93.2%	- 1.0%
Pending Sales	16	26	+ 62.5%	286	293	+ 2.4%
Inventory	138	90	- 34.8%	--	--	--
Supply	5.1	3.3	- 35.3%	--	--	--

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October



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for October 2017

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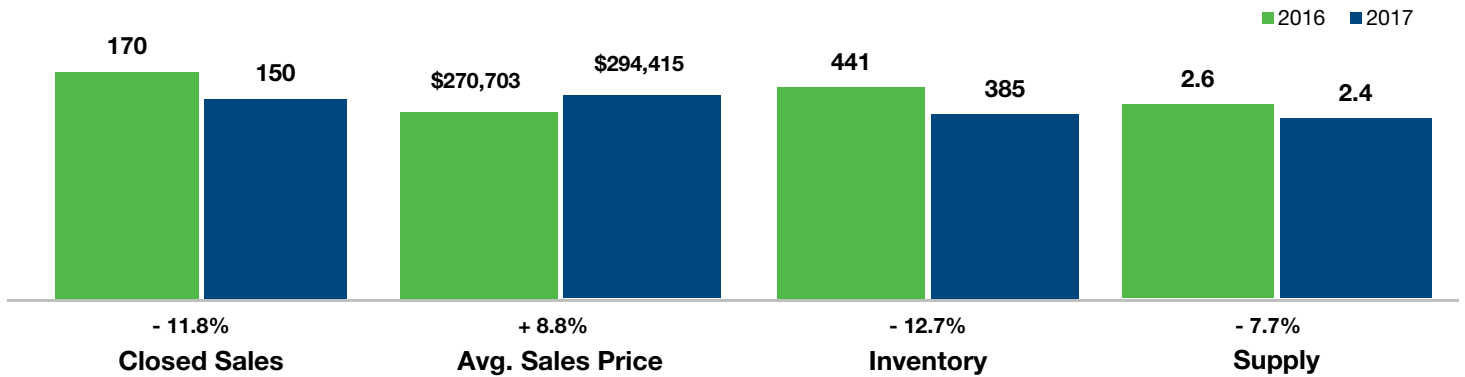


Platte, MO

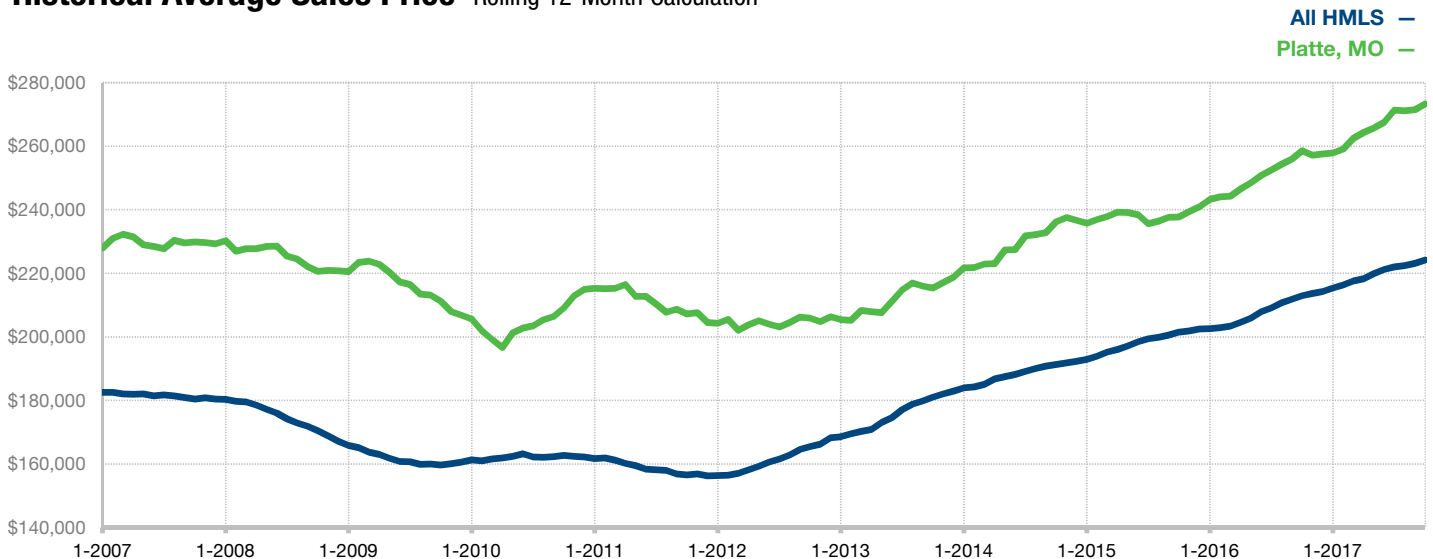
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	170	150	- 11.8%	1,748	1,630	- 6.8%
Average Sales Price*	\$270,703	\$294,415	+ 8.8%	\$258,650	\$277,104	+ 7.1%
Median Sales Price*	\$234,950	\$248,500	+ 5.8%	\$230,000	\$248,000	+ 7.8%
Days on Market Until Sale	69	54	- 21.7%	68	56	- 17.6%
Percentage of Original List Price Received*	96.0%	96.5%	+ 0.5%	97.1%	97.7%	+ 0.6%
Pending Sales	135	168	+ 24.4%	1,821	1,712	- 6.0%
Inventory	441	385	- 12.7%	--	--	--
Supply	2.6	2.4	- 7.7%	--	--	--

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October



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for October 2017

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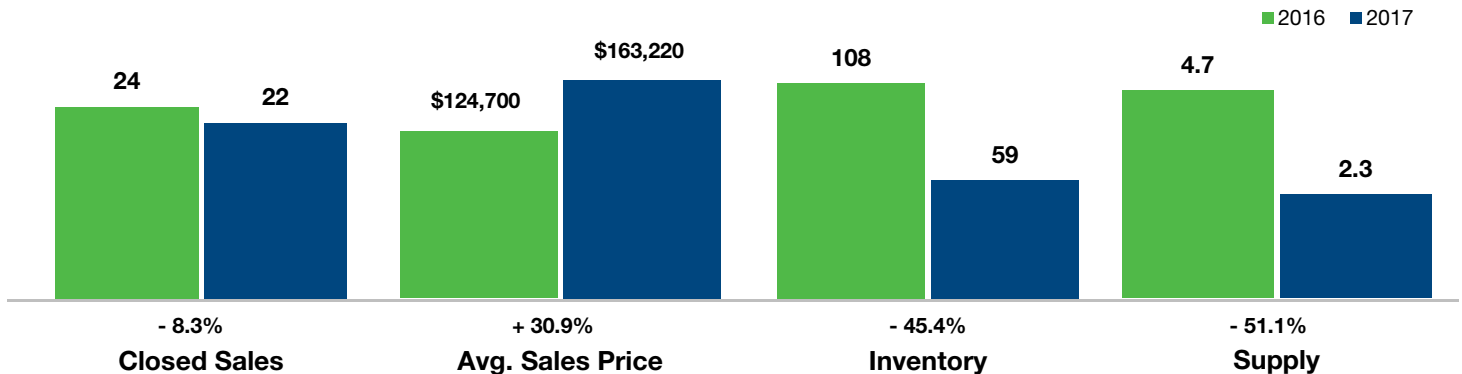


Ray, MO

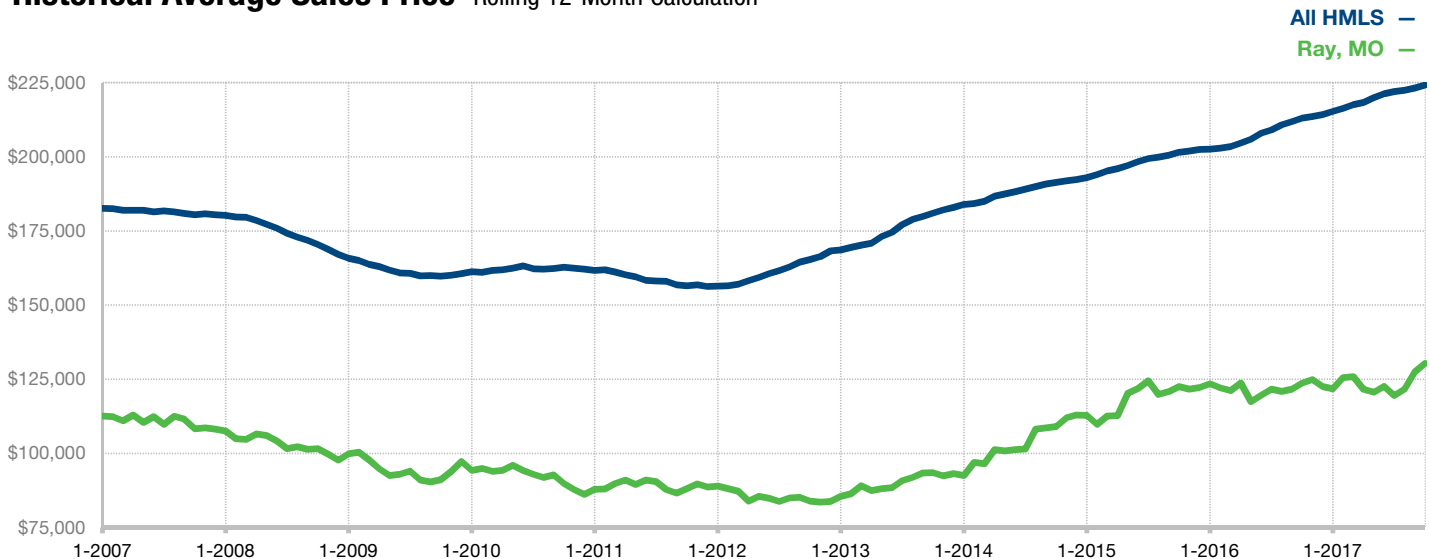
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	24	22	- 8.3%	234	255	+ 9.0%
Average Sales Price*	\$124,700	\$163,220	+ 30.9%	\$126,291	\$135,286	+ 7.1%
Median Sales Price*	\$99,000	\$157,000	+ 58.6%	\$113,500	\$113,750	+ 0.2%
Days on Market Until Sale	88	37	- 58.0%	70	75	+ 7.1%
Percentage of Original List Price Received*	93.7%	97.2%	+ 3.7%	94.1%	93.8%	- 0.3%
Pending Sales	23	22	- 4.3%	241	274	+ 13.7%
Inventory	108	59	- 45.4%	--	--	--
Supply	4.7	2.3	- 51.1%	--	--	--

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October



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for October 2017

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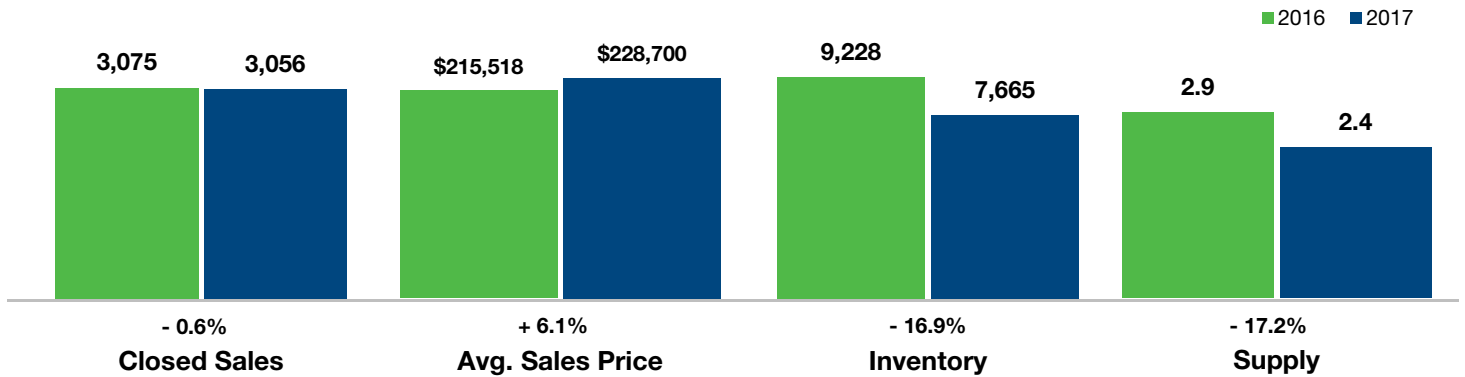


Heartland MLS

Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
Closed Sales	3,075	3,056	- 0.6%	32,967	33,052	+ 0.3%
Average Sales Price*	\$215,518	\$228,700	+ 6.1%	\$214,450	\$226,119	+ 5.4%
Median Sales Price*	\$180,000	\$190,000	+ 5.6%	\$180,000	\$192,500	+ 6.9%
Days on Market Until Sale	62	55	- 11.3%	64	54	- 15.6%
Percentage of Original List Price Received*	95.8%	96.5%	+ 0.7%	96.5%	97.1%	+ 0.6%
Pending Sales	2,889	3,285	+ 13.7%	34,379	34,947	+ 1.7%
Inventory	9,228	7,665	- 16.9%	--	--	--
Supply	2.9	2.4	- 17.2%	--	--	--

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October



Historical Average Sales Price Rolling 12-Month Calculation

